

Message Text

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ORIGIN PM-05

INFO OCT-01 AF-10 HA-05 ISO-00 ACDA-12 CIAE-00 INR-10
NSAE-00 SS-15 SSO-00 NSCE-00 L-03 OMB-01 TRSE-00
INRE-00 MCE-00 (ISO) R

DRAFTED BY PM/SAS:COCECIL:RG

APPROVED BY PM/SAS:ASKOCHANEK

AF/W:TWMSMITH

ACDA:RDUTER

HA/HR:OJONES

DOD/DSAA:RVIOLETTE

-----023725 291626Z /41

O R 291435Z MAR 78

FM SECSTATE WASHDC

TO AMEMBASSY NIAMEY IMMEDIATE

INFO SECDEF WASHDC 0009

CSAF WASHDC

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E.O. 11652:N/A

TAGS: MASS, NG

SUBJECT: C-130'S FOR NIGER

REF: NIAMEY 1258

1. DEPARTMENT HAS AUTHORIZED DOD TO PREPARE P AND A DATA
FOR FMS SALE OF THREE C-130 AIRCRAFT TO GON. (FYI, SUCH
PREPARATION NORMALLY REQUIRES UP TO SIXTY DAYS, BUT DOD,
IN RESPONSE TO OUR REQUEST, WILL PROVIDE DATA WITHIN NEAR
FUTURE, END FYI).

2. SEQUENCE OF EVENTS IS AS FOLLOWS:

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-- PREPARATION AND PRESENTATION OF P AND A DATA

-- ASSIGNMENT OF APPROPRIATE PRIORITY UNDER PROCEDURES
FOR MANAGEMENT OF ARMS TRANSFER CEILING. (FYI, THIS
ISSUE WILL BE ADDRESSED AT NEXT MONTHLY REVIEW.

-- PRESIDENT REVIEWS IN PRINCIPLE PROPOSED SALE

-- GON REVIEWS P AND A DATA AND REQUESTS LETTER OF OFFER (LOA), PREPARATION OF WHICH MAY TAKE UP TO 60 DAYS.

-- 20-DAY PERIOD FOR INFORMAL ADVANCE CERTIFICATION TO CONGRESS OF PROPOSED LOA.

-- 30-DAY PERIOD FOR FORMAL CONGRESSIONAL REVIEW AT TIME OF SUBMITTING FORMAL CERTIFICATION TO CONGRESS, COPY OF LOA UNSIGNED BY USG OFFICIAL, BUT WITH FULL COSTING DATA, MAY BE TRANSMITTED FOR PRESENTATION TO GON FOR STUDY. SIGNED LOA MAY BE PRESENTED TO GON FOLLOWING 30-DAY CONGRESSIONAL REVIEW PERIOD.

3. TO ASSIST IN PREPARATION OF ECONOMIC IMPACT STATEMENT REQUEST EMBASSY PROVIDE FOLLOWING:

(A) GON'S TOTAL DEFENSE EXPENDITURES FOR CURRENT OR PREVIOUS FISCAL YEAR AS A PERCENTAGE OF GNP.

-- AS A PERCENTAGE OF GNP

-- AS A PERCENTAGE OF CURRENT OR PREVIOUS YEAR'S BUDGET

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-- AS A PERCENTAGE OF IMPORTS

(B) COMPARISON OF DEFENSE EXPENDITURES WITH EXPENDITURES FOR ECONOMIC AND SOCIAL DEVELOPMENT, AND EXTENT TO WHICH THERE HAS BEEN A TREND TOWARD INCREASING DEFENSE EXPENDITURES.

4. WE HAVE ONE REPORT THAT SOMEONE PURPORTING TO REPRESENT THE GON HAS APPROACHED LOCKHEED DIRECTLY WITH A REQUEST FOR A PRICE QUOTATION FOR TWO C-130S. YOU SHOULD INSURE THAT GON UNDERSTANDS THAT USG DOES NOT NORMALLY PROVIDE FMS PRICE QUOTATIONS FOR COMPARISON WITH PRICES OFFERED DIRECTLY BY PRIVATE BUSINESS SECTOR. IN ANY CASE, SINCE SALE OF THREE AIRCRAFT WOULD CONSTITUTE A SALE OF MAJOR DEFENSE EQUIPMENT EXCEEDING \$25 MILLION IN VALUE, SUCH A SALE CAN ONLY PROCEED VIA FMS CHANNEL, AND WE ASSUME THEREFORE THAT GON HAS NO FURTHER NEED FOR DIRECT TALKS WITH LOCKHEED.

5. A VISIT BY THE FOREIGN MINISTER TO FINALIZE TERMS OF SALE IS UNNECESSARY. LOA'S ARE TECHNICAL, DETAILED CONTRACT PROPOSALS AND REQUIRE TECHNICAL EXPERTISE IN

THEIR PREPARATION RATHER THAN HIGH LEVEL POLITICAL IN-PUT.
AS WORK ON LOA PROCEEDS, NEED TO DEVELOP ADDITIONAL DATA
MAY REQUIRE CONSULTATIONS BETWEEN DOD AND OFFICIALS OF
GON AIR FORCE. COOPER

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Message Attributes

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Copy: SINGLE
Draft Date: 29 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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TAGS: MASS, NG
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